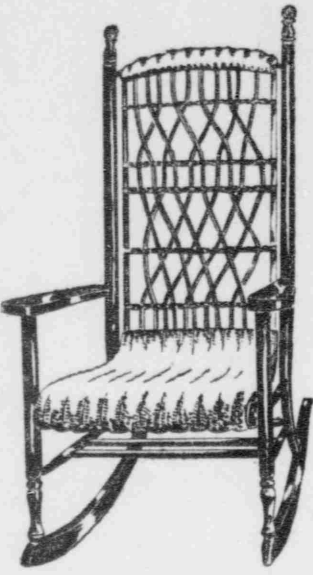


THE GREATEST BARGAINS OFFERED TO-DAY

"THE STORE THAT SAVES YOU MONEY"



THIS
\$4.00 REED
ROCKER for
\$1.95

An extra special value in an extra fine Rocker. Large, comfortable Rocker, well built of selected reed with roll back and seat and broad arms; genuine maple finish. A Rocker that sells for \$4; special underselling price to-day.....

\$1.95

HUB FURNITURE CO., Southeast Corner
7th and D Streets

"CREDIT IS YOUR PURSE"

THE FAMOUS, 421-423 Seventh Street N. W.

Four Great Bargains for To-day and Saturday.

CREDIT

LADIES' SILK TAFFETA JUMPER SUITS. Worth \$20, \$22, and \$25.....

\$11.90

These Suits are great bargains. Ordinarily we could not offer them at such a ridiculously low figure, but they're drummers' samples, and we secured them at our own price. The colors are navy, brown, black, gray, champagne, and black and white checks. Finely made, with full-bore skirt.....

\$11.90

ETON AND PONY JACKET SUITS. Regular \$15 to \$18 Values.....

\$9.50

A good assortment, at about one-half regular price. Every garment is beautifully tailored in this season's most fascinating styles. See them to-day, and we advise you to get in early. They'll go quick.

Men's \$12.50 Black Thibet Suits. Well-made Fine Black Thibet Suits, finished in the style of the usual \$20 Suit; every one a perfect fitting garment and guaranteed for wear. They are selling all over Washington for \$12.50 and \$13.00. CREDIT OF COURSE.....

\$8.90

Men's \$15 Oswego Blue Serge Suits. For style and workmanship, these Suits cannot be surpassed. They come single and double breasted. Every garment a perfect fit, and only the fact that we bought of manufacturers permits of our selling them at this price. CREDIT OF COURSE.....

\$9.95

THE FAMOUS, OUTFITTERS TO MEN AND WOMEN,
421-423 Seventh Street N. W.

"Shoes for All the Family."

Our Two Best Specials

For To-day and Saturday.

Ladies' Golden Brown Pumps,
REGULAR \$3.50 VALUES.

The popular shade and smartest styles for this season. Turn sole, all sizes and widths, and actual \$3.50 values for.....

\$2.50

LADIES' GENUINE TAN RUSSIA CALF GIBSON TIES,
ACTUAL VALUE, \$3.50.

They're hand-turned, correct shapes for summer wear and come in all sizes and widths. For to-day and Saturday only we've reduced the price to.....

\$2.50

Family Shoe Store,

JOS. STRASBURGER,
SHOES. HOSIERY.
310-312 Seventh Street.

931 F Street. *Louvre Glove Co.* 931 F Street.

Great Friday and Saturday BARGAIN SALE.

Fine Imported Wearables at Sacrifice Prices.

The greatest bargain event of the week is the Great Friday and Saturday Bargain Sale of the Louvre Glove Company. The most exclusive Imported Gloves and Women's Wearables are offered at substantial reductions. These prices are for to-day and Saturday only.

50c Lisle Gloves, 25c 50c Lace Lisle Short Gloves, black, white, tan, and gray; bargain price, 25c.	\$1.50 Lisle Gloves, \$1.00 1.50 Elbow-length Lisle Gloves, in black, white, and gray; bargain price, \$1.00.	\$2 Silk Gloves, \$1.00 2.00 Elbow-length Silk and Net Gloves, in black and white only; bargain price, \$1.00.	\$3 and \$3.50 Glace Kid Gloves, Slightly Damaged, \$1.25 10 pairs of \$3 and \$3.50 12 and 15 button Glace Kid Gloves, slightly damaged; bargain price, \$1.25.	\$3 Glace Kid Gloves, \$2.50 3.00 Elbow-length Glace Kid Gloves, in white, tan, and black; bargain price, \$2.50.
50c and 75c Leather Belts 35c 50c and 75c Leather Belts, in green, red, brown, blue, tan, and gray; bargain price, 35c.	25c and 50 Wash Belts, 17c 25c and 50c Embroidered Wash Belts, in white and colors, gilt and pearl buckles; bargain price, 17c.	50c Tan Hosiery, 35c 50c Fine Chiffon Gauze and Lace Tan Hosiery, in tan and white; bargain price, 35c; 2 pairs for \$1.00.	35c and 50c Hosiery, 19c Small lots 35c and 50c Hosiery; bargain price, 19c.	25c and 35c Hatpins, 19c 25c and 35c Hatpins, imported novelties; bargain price, 19c.
\$5.50 and \$7.00 Net Waists, \$4.98 Beautiful creations in Net Waists, sold for \$5.50 and \$7.00; bargain price, \$4.98.	\$7.50 to \$10.00 Imported Lingerie Waists \$5.00 Imported hand-made, hand-embroidered Lingerie Waists, sizes 36, 40, and 42; \$7.50 to \$10.00; bargain price, \$5.00.	\$15.50 Lingerie Skirts, \$9.00 Beautiful imported hand-made, hand-embroidered Lingerie Skirts, sizes 36, 40, and 42; \$15.50; bargain price, \$9.00.	\$25 and \$35 Net Dresses, \$20.00 Three exclusive imported Net Dresses, sizes 34 and 36, regular \$25 and \$35 values; bargain price, \$20.	\$25.00 Robes, \$18.00 Fine Batiste Robes, regular \$25.00 value; bargain price, \$18.

STRICTLY
RELIABLE
QUALITIES.

McKnew's

AN EXCLUSIVE LADIES' CLOAK, SUIT, AND FURNISHING HOUSE.

BUSINESS
HOURS, 8 A. M.
TO 6 P. M.

Our Special Friday Bargain Sale

Offers the greatest opportunities of the week for substantial savings on wearables of quality and worth. Here are some of the best offerings:

Lot of \$30, \$32.50, \$33.50, and \$35 Tailored Suits, \$20	Walking Skirts at Half Price 45.00 Skirts.....\$22.50 50.00 Skirts.....\$25.00 55.00 Skirts.....\$27.50 60.00 Skirts.....\$30.00 65.00 Skirts.....\$32.50 70.00 Skirts.....\$35.00	Lot of \$33.50 and \$35 Silk Suits, reduced to \$22.50
Odd Lots Corsets Half Price 1.00 Corsets.....50c 2.00 Corsets.....1.00 3.00 Corsets.....1.50 4.00 Corsets.....2.00 5.00 Corsets.....2.50	Wash Waist Bargains 1.00 Waists.....50c 2.00 Waists.....1.00 3.00 Waists.....1.50 4.00 Waists.....2.00 5.00 Waists.....2.50	Rain Coat Bargains 13.50 Rain Coats.....\$6.00 15.00 Rain Coats.....\$6.50 16.50 Rain Coats.....\$7.00 18.00 Rain Coats.....\$7.50 19.50 Rain Coats.....\$8.00
Ladies' 50c High-neck and Short-sleeve Lisle Vests; medium and small sizes, Friday, 19c	Ladies' 50c Low-neck and No-sleeve Lisle Vests, Friday, 17c	Ladies' 50c Net Lisle Gloves, in white and black, Friday, 29c
Ladies' \$1.25 and \$1.50 Fancy Hand Umbrellas, Friday, 98c	Ladies' \$1.50 and \$2.00 Shell Combs, Friday, 25c	Lot of 25c and 30c Veilings, Friday, 5c yd.
Lot of 25c and 30c Wash Belts, Friday, 10c	Lot of 50c Garments, Friday, 19c	Lot of 25c Embroidered Collars, Friday, 12 1/2c 2 for 25c.

WM. H. McKNEW CO., 933 PENNA. AVENUE

Yankee Business Ingenuity

By FREDERIC J. HASKIN.

Opportunity must be seen before it is grasped, and it is the ability to see the opening that makes for the success of the American in business. Frequently, this sense must be whetted by adversity; but once the opportunity comes, it must be met with a bold front. A young man of good presence, plenty of nerve, and a "line of talk," found himself in a North-western city with \$15 and some good-looking clothes. He had no other resources, and he realized that it was "up to him." He saw that roller-skating was a popular street sport with children, and, by inquiring, found that there was no rink in town.

He went to see a hardware merchant and found he could get a supply of skates from the factory if he would guarantee to pay for them in weekly installments. He took the risk. He found a big empty warehouse which had been an elephant on the hands of the real estate agent. He rented it, and the agent was so impressed by the "line of talk," that he did not dare ask for a deposit because he was afraid of offending his new tenant. The \$15 he spent in popularizing himself with the boys about town, and in getting acquainted with the different newspaper men from whom he had to procure needed publicity. The skates were paid for in the course of time, and before his lease expired the young man had \$8,000 to the good and his nerve was still unimpaired.

A coal mine which had been a paying proposition began to fall behind. The owner couldn't imagine what was the matter. A man in the office, who had exhibited some degree of ability to ferret out trouble, was sent to investigate. The mine had paid a profit not exceeding 4 per cent, and the inspector knew that a very small leak might eat up that margin. What do you suppose the difficulty proved to be? He found the mules which drew the little cars that carried the coal to the shafts were all suffering from sore necks. The pads under their collars were not fitted properly, and they worked so much slower on account of the pain that the output of the mine each day was reduced 5 per cent, while the expenses were as high as before. The mules' necks were cured for, proper pads were put on them, and the mine soon recovered its status as a paying proposition. Are there any little leaks in your business, Mr. Reader?

You had better overhaul things and find out. A dollar saved jingles as loudly in the money drawer as one earned.

In the days when country editors could command an unlimited number of railroad passes, but when money was as scarce as hen's teeth about rural newspaper shops, a young Missouri journalist was smitten with the curse of the wandering foot. He had to travel. He got passes to a Southern city on one railroad and return tickets on another. He managed to scrape together the munificent sum of \$8, and, fortified with that amount, started out to look the world over. He slept in chair cars and ate at 5-cent lunch counters, but even with the practice of such rigid economy, his capital rapidly dwindled. It soon became necessary for him to raise the wind.

He stopped at a small town and went into a grocery store. The grocer was weighing out sugar in twenty-pound bags of Manila paper. The tourist hustler had an idea. He proposed to the grocer to get up a lot of advertisements from merchants in other lines of business to be printed on the sides of these twenty-pound paper bags, with a large free ad for the grocer at the top. It wouldn't cost the grocer anything. Most people can't resist the idea of getting something for nothing, and the "line of talk" was a winner. Other grocers were approached in the same way, and then the druggist and the clothier and the milliner were persuaded to buy ads on the attractive "dummy" which the Missourian had penciled on one of the bags.

He sold \$18 worth of space the first day, and made a contract with the local editor to do the printing on the grocer's sacks for \$2-profit \$15. The country editor worked the scheme daily in various Southern towns for several weeks, and soon found that he would make more money on tour than he could by staying at home. When he got back to his native town he was sporting a diamond ring as big as a hazel nut, and it was not necessary for him to write an editorial on hard times for several weeks.

Among the Americans who went to Porto Rico shortly after the occupation by our troops was a young man named Allen, who had been a subscription solicitor for a New York newspaper. One of the first things he did after his arrival

was to get sick and use up all his money. He sent home for funds to get a ticket for the return trip, but he never used it. For \$3 he bought a trunkful of old yellow-back novels from a Frenchman. He started out to peddle these among the soldiers, and the first day cleared \$10. Then he rented a hallway and went into business for himself. Every night, and as many times during the day as there was a shower, he hastily packed his stock in the old trunk and moved out. That was the beginning. His business grew rapidly and cleared him thousands of dollars. He was one of the first to import Panama hats into the United States, and was in a measure responsible for the recent craze for that kind of headgear which swept over the country. He now has a \$5,000 stock of goods in his store, owns his own home, and has a fine orange grove.

A Virginian with notions of how to dine well, and with little money to gratify the notions, went into a Washington cafe one day for luncheon. He ordered water-cress salad, for one thing. It cost him 25 cents. He remembered how much of that stuff grew in the swamps of his home country. Then he pondered long over man's need of money. He went home and obtained options, for practically nothing, for lease or purchase of a large amount of swamp land. He talked to the railroad people and persuaded them that he could do a big business if he had facilities, and they built a spur track to his cross beds. He began selling in carload lots to the Eastern city markets, and in a little while had organized what had been a haphazard, penny-catching business into a paying industry, which is now the pride of the county.

Original ideas are not confined to those who are dead broke. They are as useful in extending an established business as for the promotion of a new one. In a small city in Wisconsin, of about 12,000 inhabitants, the manager of the electric light plant reached the conclusion that every family in town that could possibly afford electric lights had been supplied. He rested on his oars, but was not satisfied. He told his employees that the man who could work up new business was the man who would get the first promotion. One young fellow had the job of reading meters, and so came in touch with the current users all over the city. He usually entered by the kitchen door to read the meter, and he made friends with the women who worked. He observed that ironing clothes is a hot proposition when the old-fashioned irons are kept heated on a red-hot coal or wood stove. He took a sample electric iron with him on his trips, and in a short time he had placed 150 of them in as many kitchens. He made his hit, and was promoted to be manager of the new business department. Within three months he had half the sewing machines in the city running

by electricity, and every blacksmith in the town eventually had an electric motor attached to the forge bellows.

Before the day of the "stem-winder" watch, every man had to take care of a watch-key in order to keep his timepiece running. The old-fashioned watch-key had a little square hole which fitted over the post in the watch, and when carried in the pocket, this little hole would often get filled up, making it necessary to clean it out with a needle or a pin. Sometimes this was quite difficult. A Kansas genius bored a hole in the other end of his key, blew the tobacco crumbs and dust through it. It was a good idea, and he patented it. Watch keys remained a general necessity long enough for him to get rich.

"Bill" Reinhart is one of those who have taken advantage of the many chances for making money in Alaska. He has a little patch of ground just outside of Juneau, on which he raises vegetables and flowers. He delivers his stuff to the stores every morning in a wheelbarrow and takes in \$25 worth at a trip. He gets \$1 for the same amount of lettuce that sells for a nickel in the Mississippi Valley. In the height of the season Bill will sometimes sell in a single day radishes to the amount of \$45, onions, \$30, and lettuce \$30. Aside from this he has a big sale of flowers. In a little hot-house on a patch of his garden there is an ivy geranium planted in an old water bucket. He sells the flowers from this plant at a quarter each, and has realized \$50 from it in a single season. He gets \$1 each for all cut flowers, such as roses and the like. When a big wedding occurs Bill reaps a harvest, his sales having run as high as \$150 for a single function of this sort.

Woman who had known many bachelors and had heard their complaints about missing buttons and ventilated socks, was suddenly thrown on her own resources. She knew how to do plain sewing, and conceived the idea of the first "darning club." She advertised that for a certain nominal sum, payable monthly, she would send for all clothing and socks, mend and darn them, and deliver them to the bachelors' quarters on the same day. The unique syndicate leaped into instant popularity, and the resourceful woman hired others to do the actual work, while she managed the business, which is now an established institution in many American cities.

It is hoped that the recital of such cases will whet the ambition of some reader whose circumstances might be bettered, and cause him to grow a new scheme. Exercise your bump of initiative. All the prizes have not been plucked from the tree of opportunity. It flourishes forever.

To-morrow—The Vendetta in America.

FETE ENDED SUCCESSFULLY

Second Day of Hospital Benefit Surpasses the First.

Stream of Visitors at Affair Given for the Eye, Ear, and Throat Institution.

Col. Truesdell's lawn was a fairland last evening when the fete for the benefit of the Episcopal Eye, Ear, and Throat Hospital was brought to a close. The myriads of electric bulbs were lighted, diffusing their soft, varicolored light over a maze of beauty. Pretty girls flitted everywhere between the gayly decorated tables and booths, soliciting with many smiles, the pittance for sweet charity's sake.

There was a stream of visitors all afternoon and evening, and it was predicted by the officers of the board of lady managers that the fete would undoubtedly be the most successful ever held. The fact that it was the closing evening seemed a spur to the many workers, and their enthusiasm knew no bounds. There was very little left over to make possible a continuance for another night, even if this had been considered.

All the features of the night previous were in evidence, with many improvements in detail.

Pretty girls, attired in winking costumes, were on every hand. Society belles in white dresses, red hats, shoes, and stockings, carried ice cream, cakes, and other edibles with easy grace. Others, in the costume of the hospital, disposed of cigars, flowers, and other things. Many others, in the raiment of the Flowering Kingdom, were at various tables.

The Washington Barracks Engineer Band furnished the music, both for the concert and for the clever little dancers, who went through the Maypole dance with unflinching precision that won applause.

The Virginia reel was also gracefully done to the tune of "Dixie."

Will Give Concert at Church.

The Nordica Mandolin, Banjo, and Guitar Club, Walter T. Holt, director, assisted by Miss Helen Donohue Deyo, soprano; Miss Sue H. Murray, elocutionist; the Apollo Male Quartet, and S. Frederick Smith, organist and accompanist, will give a concert in the Hamline M. E. Church, Ninth and P streets, at 8 o'clock to-night. The programme will consist of a number of classical and popular vocal and instrumental selections. The admission is 25 cents.

LIGHT DEATH LIST ON ISTHMUS

Only Four Out of 5,484 White Americans Die During April.

The Washington office of the Isthmian Canal Commission has just received from the sanitary department on the isthmus the report of health conditions on the Canal Zone for the month of April. The death rate during April among the employees at large shows a decrease as compared with March, the rate continuing to be much larger among the negroes than among the whites. Among 5,484 white Americans connected with the commission, there were only four deaths during the thirty days in April, which would give an annual rate of 87 a thousand.

This decrease in mortality is due principally to the falling off in the cases of pneumonia, there having been but forty deaths from pneumonia in April, as against fifty-three in March. Of these forty deaths, thirty-nine occurred among the negroes, and but one among the whites. There were twenty-one deaths from typhoid fever, twenty occurring among the negroes, and one among the whites. The number of hospital cases during April was about three-fourths of the total in March, while the constantly sick rate is only 21 per thousand, which Col. Gorgas, chief sanitary officer, considers as small a sick rate as could be found in a similar body of men anywhere.

CREDIT FOR ALL WASHINGTON

Best Values in Go-carts, Refrigerators,

And all kinds of Furniture, Floor Coverings, Draperies, and other home needs can be obtained from our magnificently complete stocks, and we will gladly arrange the terms of payment to suit you. All prices are marked in plain figures, and they represent the greatest amount of value you can obtain anywhere for the money.

Peter Grogan,
817-819-821-823 Seventh St.

BANKING CHAPTER IN SESSION

Installation of Officers Followed by Social Evening.

Invited to Join Baltimore Chapter on Excursion to Beach-Ball Game Saturday.

Washington Chapter, American Institute of Banking, installed its new officers last night. The installation exercises were simple, and upon their conclusion the evening was turned over to enjoyment. The regular business meeting of the chapter preceded the installation, with the retiring president, J. M. Jordan, presiding. Reports, embodying a review of the year, were heard from all the retiring officers, including President J. Poole, Secretary E. Percival Wilson, Treasurer Charles E. Bright, and Librarian J. M. Jordan. The year's standing committees were also dissolved after reports had been received from their chairmen, F. B. Devereux, debates; C. H. Lee, refreshments; L. M. Tillman, ways and means, and Edmund S. Wolfe, entertainment.

Upon his retiring from the chair, President Poole was presented with a handsome clock, L. M. Tillman making the presentation address on behalf of the chapter.

The new officers installed are as follows: President, W. McK. Stowell; vice president, E. Percival Wilson; secretary, Edmund S. Wolfe; treasurer, A. B. Claxton; librarian, J. M. Jordan; assistant secretary, C. Flaherty; board of governors, L. M. Tillman, H. V. Haynes, F. B. Devereux, A. H. Bedford, and C. H. Lee. President Stowell called on the past presidents present for addresses and advice. Frank Herron, the first president, and now auditor of the Union Trust Company; George White, cashier of the Commercial National Bank, and George Watson, treasurer of the Union Savings Bank and cashier of the Washington Exchange Bank, responded.

An invitation from the Baltimore chapter to accompany it on its annual excursion to Towchester Beach was read. A committee was appointed to consider the matter and report to the chapter. Attention was also called to the ball game to be played on Saturday, July 8, at Van Ness Park with a team representing the Baltimore chapter.

Taft to Tell of "National Atrium."

The subject of Secretary Taft's Memorial Day address before the miller's convention in St. Louis will be "Some Recent Instances of National Atrium." He will refer to the efforts of the United States to aid in the Philippines, the South and Central American countries, Cuba, and Santo Domingo.